Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023 **Applicant**

		FOR OFFICE U	SE ONLY:	Versio	n #	APP # 2	30022
pplica	nt Info	rmation					
a.		ant Name		DMCI Broad	band, LLC		
b.		Business as		4754 0 5-1	. D.I		
c. d.	Addre Addre			4751 S Edor	n Ka		
e.	City	.33 Z		READING		State MI	Zip 49274
f.	-	al ID Number			DUNS Numbe		Unique Entity Id. X86VFPZMXD 44
g.	Agend	су Туре					
	CL	icensed under the M	1ichigan T	elecommunic	cations Act (199	1 PA 179, MCL4	84.2101 to 484.2603)
		ranchise holder und 84.3315)	er the Un	iform Video S	Services Local F	ranchise Act(200	96 PA 480, MCL 484.3301 to
	B	roadband Service P	rovider cu	urrently provid	ding service in M	lichigan	
	C P	ublic private-partne	rship betw	een a goverr	nmental entity ar	nd an internet se	rvice provider
	C P	rivate, Non-Profit					
	Gui	= =	ked or ac	companying	information in	its entirety and	rstand the ROBIN Program understand the program
	•	Agree	C	Disagree			
	Plea	se provide additiona	al details	on how you a	re eligible for thi	s program	
	DMCI Broadband, LLC (DMCIBB) is a Michigan based for-profit company headquartered in Hillsdale County Michigan currently offering Broadband service in Michigan. DMCIBB is also a licensed basic local exchang service provider under the Michigan Telecommunication Act, 1991 PA 179 as amended, MCL 484.2101 (se copy of license provided).						
	DMCIBB was established in 2006 as a local ISP serving Hillsdale and Branch counties. DMCIBB has grown in high-speed wireless internet customer base to 4,000+, delivered from 51 towers in Hillsdale, Branch and Calhoun counties. In 2022, DMCIBB started constructing infrastructure to deliver fiber to homes/businesses (FTTx) in Hillsdale and Branch County and is committed to expanding this fiber offering in the area as quickly as possible. DMCIBB is devoted to helping its rural customers gain access to the newest internet technology possible, in the shortest time feasible.						
	In 2022 DMCIBB was awarded \$6.3M from the USDA-Reconnect 3 program to delivery over 90 miles of FTTx in Hillsdale and Branch Counties servicing 1,420 locations.						
	Plea	se provide evidence	e of eligibi	lity 4	33DMCIBB	_HillsdaleBrand	ch_Eligibility.pdf
	Are you registered with the Michigan Public Service Commission's IntrastateTelecommunications Service Providers Registry (ITSP)?						
	•	Yes	C	No	C	Unsure	
	Hav year		dband av	ailability data	to the Federal (Communications	Commission within the last two
	•	Yes	C	No	c	Unsure	
		licant Identification I	Numbers:	Please provid	de the following	identification nur	mbers for the applicant (if

Page: 1 of 29

Facesheet for Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023 Agency: DMCI Broadband, LLC

Application: Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023

Michigan Tax Identification Number: 20-5185171

Michigan Vendor Identification Number (SIGMA ID): VS0177664

Federal Communications Commission Registration Number (FRN): 0018069666

Service Provider Identification Number (SPIN): 200000628

Project Information

a. Project Name DMCIBB ROBIN Branch/Hillsdale

b. Is implementing agency same As Applicant response to the No

c. Implementing Agency Name

d. Project Start Date
e. Amount of Funds Requested
Jul-01-2024
End Date
Oct-01-2026
Project Cost
\$13,542,258.36

FOR OFFICE USE ONLY: Version # APP # 230022

	FOR OFFICE USE ONLY: Version #		APP	# 230022	
Contacts					
a. Application Author					
Name	David Cleveland				
Title	Chief Executive Officer				
Mailing Address	4751 S Edon Rd				
City	READING	State	MI	Zip	49274
Telephone	(877) 936-2422 - 100			Fax	(517) 283-6050 -
					100
E-mail Address	dcleveland@dmcibb.net	•			
b. Application Author					
Name	Mary Cleveland				
Title	Controller				
Mailing Address	4751 S Edon Rd				
City	READING	State	MI	Zip	49274
Telephone	(877) 936-2422 - 101			Fax	(517) 283-6050 -
					101
E-mail Address	mcleveland@dmcibb.ne	t			
c. Authorized Official					
Name	David Cleveland				
Title	Chief Executive Officer				
Mailing Address	4751 S Edon Rd				
City	READING	State	MI	Zip	49274
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E-mail Address	dcleveland@dmcibb.net				
d. Financial Officer					
Name	Mary Cleveland				
Title	Controller				
Mailing Address	4751 S Edon Rd				
City	READING	State	MI	Zip	49274
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					101
E-mail Address	mcleveland@dmcibb.ne	t			
e. Primary Grant Conta	act				
Name	David Cleveland				
Title	Chief Executive Officer				
Mailing Address	4751 S Edon Rd				
City	READING	State	MI	Zip	49274
Telephone	(877) 936-2422 - 100			Fax	(517) 283-6050 -
					100
E-mail Address	dcleveland@dmcibb.net				

Project Overvie

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Project Overview

Please provide a Project Summary not exceeding 250 words

DMCI Broadband, LLC(DMCIBB) is focusing the ROBIN application funding to expand its current USDA Reconnect-3 award for infrastructure to reach the forgotten rural internet users who do not live in a city or village and offer them the high-speed internet service they want and need. DMCIBB has selected five townships, 3 in Hillsdale and 2 in Branch Counties for this much needed expansion.

This DMCIBB/ROBIN expansion will deliver 177 fiber miles and pass 1,496 homes and businesses with high-speed plans up to 1Gb/1Gb symmetrical.

Many of these rural internet users have long awaited access to fiber speeds enjoyed in the cities. Fiber to these rural areas will help farmers, allow commercial businesses to expand and compete as well as increase property values and open rural areas to new construction opportunities for those that want to live in a rural environment with big city internet speeds.

Please briefly describe why this project needs funding from the ROBIN Grant Program and why the project could not proceed without this funding. (250 words max.):

DMCI Broadband LLC (DMCIBB) has through its fixed wireless service, been a rural internet provider for 16+ years. DMCIBB services the areas that no one else will, however for the most part fixed wireless is limited in the speeds it can deliver to our customers. Topology and trees further limit the speeds deliverable to rural customers and thus offers much lower speed options.

Based on the five townships that DMCIBB would like to expand using ROBIN funds, there are 177 miles needed to potentially service 1,496 customers. Based on this overall build that works out to 8.45 customers per mile. With construction costs per mile averaging \$72,792 per mile, that equals \$8,614 per customer at 100% take rate. If we use the minimum anticipated 65% take rate the costs are \$13,259 each for 972 customers. Without funding from ROBIN the ROI of this type of project and expenditure would not be feasible at this scale. Without ROBIN funding these homes and businesses will continue to be unserved and under-served for the foreseeable future.

Is the proposed project a last-mile or middle-mile infrastructure proposal as defined in the ROBIN Grant Program Guidance?

\odot	Last-Mile
C	Middle-Mile

Project Service Delivery

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Proposed Service Area Information

PLEASE READ THE FOLLOWING CAREFULLY

ENTER INFORMATION IN THIS SECTION ONLY IF YOU SELECTED 'LAST-MILE' AS A PROJECT TYPE

Please provide a brief description of the proposed service area (250 words max.):

DMCI Broadband, LLC's (DMCIBB) proposed ROBIN build encompasses 177 miles of fiber in five townships, three in Hillsdale and two in Branch Counties, passing some 1,496 locations. The areas selected will be directly attached to the \$6.3M USDA Reconnect-3 build DMCIBB has in progress and will be connected to its main office in Reading, MI. The ROBIN build will service mostly rural/agricultural areas with an average of 8.45 locations per mile, while mostly residential, this build will also service 110 businesses of many types, the bulk of them being agricultural crop and livestock operations.

The entire DMCIBB build will be installed underground via directional boring. While more expensive for installation initially, this has proven to be less expensive to maintain over time, less susceptible to storm damage and provide superior up-time compared to aerial installations.

Because of the rural nature of this area the majority of residence only have access to the Internet with speeds of less than 10/1Mg and many having far less or none.

With our extensive database of customer contacts, DMCIBB has targeted this ROBIN build to service as many of those who have inquired about service in the past while being cognizant of the ability to cover as much area as possible. DMCIBB is committed to expanding its fiber build outside of the ROBIN build and will continue to connect those who wish to enjoy high speed internet services not yet available in their area.

Please upload a PDF overview map of proposed service area

436__DMCIBB_Hillsdal eBranch_Robin_Grant_ Map.pdf

Proposed infrastructure to be deployed including route locations

Please upload a GIS-compatible file(s) of the proposed infrastructure to be deployed including route locations and other supportive infrastructure to be deployed as a result of the grant. This file(s) should contain the actual proposed locations of infrastructure to be deployed including, but not limited to: fiber transport, fiber to the premise, coaxial, or other similar network routes, cabinets, nodes, pedestals, splice enclosures, towers, huts, etc.

Acceptable file types: ESRI Geodatabase (.gdb), ESRI Shapefile (.shp, .shx, .dbf, .sbn or .sbx, .fbn or .fbx, .ain or .aih, .atx, .ixs, .mxs, .prj, and .xml), Google Earth files (.kml or .kmz).

Please refer to the Application guidance to view an example of the output from such a GIS-compatible file

Name	Attachment
Conduit Access Points	437_0_DMCIBB_HillsdaleBranch_Access Points.zip
FO2 Drop Cables	437_1_DMCIBB_HillsdaleBranch_Robin_ Grant_FO2.zip
FO12 Drop Cables	437_2_DMCIBB_HillsdaleBranch_Robin_ Grant_FO12.zip
FO24 Cables	437_3_DMCIBB_HillsdaleBranch_Robin_ Grant_FO24.zip
FO48 Cables	437_4_DMCIBB_HillsdaleBranch_Robin_ Grant_FO48.zip

IFO30 Cables	437_5_DMCIBB_HillsdaleBranch_Robin_ Grant_F096.zip
10ervice i dirita	437_6_DMCIBB_HillsdaleBranch_Robin_ Grant Homes-Businesss.zip

Spreadsheet of street addresses

Please upload a spreadsheet of street addresses/locations within the proposed service area. Spreadsheet should include full address string (number, street, city, state, zip), location type (residential, business, institution, other), latitude and longitude (if available), and whether the address is currently unserved at 25/3 Mbps or 100/20 Mbps or unknown.

278__DMCIBB_Hillsdal eBranch_Locations.xlsx

Locations by Type

Locations Passed: Please indicate the total number of locations by type that willbe able to receive improved broadband services as a result of the proposed project:

Туре	Locations
Households	1,384
Businesses	110
Community Anchor Institutions	2
Total Locations Passed	1,496

Please list the jurisdictions impacted by the proposed service area:

, , ,	proproces our state and an				
City(ies)/Village(s): City o	City of Litchfield, Village of Allen, Village of Quincy				
1-(-)	oria, Jefferson, Litchfield, Scipio, Allen, Jonesville, Quincy, Algansee, gomery, Reading, California, Butler				
County(ies):					
▼ Branch ▼ Hillsdale					
State House District(s):					
State House District 35					
State Senate District(s):					
State Senate District 16	State Senate District 17				
scription of the broadband service to be provided					

Description of the broadband service to be provided

Does the proposed service area include (wholly or partially) a	Yes	No
Qualified Opportunity Zone?		

If yes, please list the Census Tract numbers for the impacted Qualified Opportunity Zones

Please provide a brief description of the broadband service to be provided including, but not limited to, the technology to be used, will bandwidth be dedicated or shared, etc. (250 words max.):

DMCI Broadband LLC (DMCIBB) utilizes the Adtran Total Access 5000 Platform to deliver multiservice GPON/XGS-PON and Active Ethernet Fiber. Combo PON line cards on the TA5000 platform allow us to delivery both GPON and XGS-PON from a single OLT port to both residential and commercial customers at speeds up to 1Gb symmetrical. Active Ethernet ports will allow DMCIBB to deliver speeds in excess of 1Gb to commercial customers and provide 10-40Gb

connections to existing DMCIBB Fixed wireless towers. Our PON design will utilize a combination of Centralized and Distributed splitting based on location in our network facilities. The entire system will be managed by the Adtran "Mosiac One" management platform using advanced Al-Drive intelligence to view and resolve customer issues quickly and monitor preemptive network alarms to allow issue resolution before service Interruptions. All residential customers will utilize "Plume" management solution to self-optimize WiFI, cyber-security and access control of their network. The Adtran deployment solution will employ the following industry standards and protocols: - ITU-T G.984.x (GPON) - ITU-T G.9807.x (XGS-PON) - Broadband Forum (BBF) TR156 (GPON/XGS-PON) - ITU-T G.988 ONU management and control interface (OMCI)

Minimum Mbps

If No, the ROBIN Program allows for a minimum service speed of 100/20 Mbps in cases of extreme geographical, topographical, or financial impracticability of delivering 100/100 Mbps. Such connections must be scalable to 100/100 Mbps. Applicants must provide substantial evidence as to the inpracticability of delivering 100/100 Mbps and the justification for providing a connection speed of 100/20 Mbps instead.

Affordability and Service Limitations

Using the table, please indicate the download and upload speeds of the services to be offered in the proposed service area, the non-discounted or rack rate monthly pricing of unbundled internet-only service should be included for each service offered, as well as the monthly data allowance for customers (if applicable). Applicants must certify their commitment to providing the proposed level of service and cost for at least one (1) year after grant closeout. After this period, grantees are expected to maintain pricing and speed levels for the ROBIN project area consistent with those found in the grantee's non-ROBIN service areas elsewhere in the state.

Download Speed (Mbps)	Upload Speed (Mbps)	Monthly Cost	Monthly Data Allowance (GB)
100	100	59.90	
250	250	76.40	
500	500	83.60	
1,000	1,000	91.20	

Affidavit of commitment

442__DMCIBB_HillsdaleBranch_Price Hold Affidavit.pdf

FCC's Affordable Connectivity Program (ACP)

Do you participant in the FCC's Affordable Connectivity Program (ACP)?	Do you partic	cipant in the FCC's	s Affordable	Connectivity	Program (A	ACP)?	0	Yes -	C	۷о
------------------------------------------------------------------------	---------------	---------------------	--------------	--------------	------------	-------	---	-------	---	----

If No, applicant must participate in ACP within 6 months of receiving a ROBIN grant award. Please attach evidence that they are pursuing ACP participation.

Do you provide a low-cost service offering in conjunction with the ACP that provides Yes No ACP eligible households with a net \$0 monthly cost of service?

If yes, please describe the low-cost service offering.

DMCI Broadband, LLC is proud to offer a low-cost option of 100/100 high-speed internet service to households qualifying for the ACP at a rate of \$30 per month, which will result in a net -0- cost after ACP credit is applied.

Project Costs and Budget

Project Costs and Budget

Please complete the following table with project cost information.

Total Project Cost: 13,542,258.36

Total Grant Request: 11,475,373.26

Total Match Amount: 2,066,885.10

Total Match Percentage: 15.26

Total matching funds: Please complete the table below summarizing the source, amount, and type of matching funds contributed to the project. Applicants should also indicate if the match is secured or not.

Source	Amount	Туре	Secure
Litchfield Township	5,525.00	Cash	Yes
Cambria Township	17,500.00	Cash	Yes
Allen Township	11,000.00	Cash	Yes
DMCI Broadband, LLC	2,032,860.10	Inkind	Yes

Match commitment letters or evidence

Name of Attachment	Match commitment letters or evidence
Litchfield Township	319_0_DMCIBB_HillsdaleB ranch_Letter of Support- LitchfieldMatch.pdf
Cambria Township	319_1_DMCIBB_HillsdaleB ranch_SupportLetter_Cam briaTwp.pdf
Allen Township	319_2_DMCIBB_HillsdaleB ranch_Letter of Support - Allen Township.pdf
DMCI Broadband - In Kind Pledge	319_3_DMCIBB_HillsdaleB ranch_InKind contribution Pledge.pdf

If matching funds or in-kind contributions listed above are not yet secured, please describe the process remaining to secure the funds and the anticipated timeline to do so. (250 words max.):

Budget Summary for Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023 Agency: DMCI Broadband, LLC Application: Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023

	FOR OFFICE U	JSE ONLY:	Versi	on #		APP # 230022
	Category	Total	Requested	Cash	Inkind	Narrative
1	Building and Labor					
2	Last Mile Construction Labor					
		<u>.</u>				
3	Middle Mile Construction Labor					
4	Last Mile Construction Material					
5	Middle Mile Construction Material	· -				
6	Customer Premise Equipment					
7	Customer Premise Installation					
8	Electronics					
9	Permits					
10	Professional Services and	•				
	Engineering					
11	Other					
ТОТА	L EXPENDITURES					

Budget Additional Infomation

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Budget Narrative

Please provide a brief narrative to accompany your project budget (max 400 words).

The budgetary unit quantities and costs were compiled after a comprehensive design with strand allocations was completed just short of actually drawing, staking and permitting the entire routes. The current budgetary design is based upon a purely underground design that will be designed, permitted and constructed by in house staff with technical support of Geotech Inc. Please see the attached supporting documents for detailed budget calculations.

Attach additional information as necessary

449__DMCIBB_HillsdaleBranch_Budge t Support.pdf

Five-year stand-alone project financial plan/forecast.

Please use the table to complete a five-year stand-alone project financial plan/forecast.

Five-Year Stand-Alone Project Financial Plan

Project Name	Year 1	Year 2	Year 3	Year 4	Year 5
Anticipated Revenue	_				
Anticipated Expenses	_				
Anticipated Grant Funds	_				
Cash Flow	_				
Cummulative Cash Flow					

Please provide a brief narrative to accompany your five-year stand-alone project financial plan/forecast (400 words max.):

3/17/2023

Budget Additional Infomation for Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023
Agency: DMCI Broadband, LLC
Application: Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023

Additional forecast information

450__DMCIBB_HillsdaleBranch_Forec ast Support.pdf

Project Readiness

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Engineering designs, diagrams, and maps

Budgetary engineering designs, diagrams, and maps that show the proposed project. Design documents must clearly demonstrate the applicant's complete understanding of the project and ability to provide the proposed solution. This information must be certified by a professional engineer.

Name of Attachment:	Budgetary engineering designs
DMCI Proposed Network Block Diagram Robin	353_0_DMCIBB_Hills daleBranch_Network_ Block_Diagram.pdf
Map of Proposed and Existing Plant	353_1_DMCIBB_Hills daleBranch_Robin_Gr ant_Design_W_Existi ng_Routes.pdf
PE Certification	353_2_DMCIBB_Hills daleBranch_PE_signo ff.pdf

Please provide a brief statement to accompany your attached engineering designs, diagrams, and maps indicating your readiness to build, manage, and operate the proposed network.

Attached is a block diagram of the current fiber optic and equipment network of DMCI Broadband LLC. which is currently utilized to provide a variety of levels of service from fixed wireless to FTTx throughout the South-central portion of Michigan. The coverage included in the Robin grant along with the existing plant constructed by DMCI and approved to be constructed through the Reconnect 3.0 RUS Grant can be geographically located on the attached "Map of Proposed and Existing Plant." This map shows where the existing plant, the currently contracted to be construction plant and the proposed plant to be constructed as part of the Robin Grant. The design of the construction methods to be deployed as part of the proposed Robin Grant is the fiber optic cables to be installed inside the FuturePath microduct bundle which includes a pair of microducts inside of a durable outer sheath. This Future Path bundle will be installed through the use of directional bores owned and operated by highly trained DMCI staff members. The overall design between the FuturePath and the underground installation methods will provide a well thought out plan of construction with future proofing for many years to come. The fiber design includes a distributed split design which can provide a cost effective means of providing service to customers in a wide variety of population densities.

Evidence of network scalability

Evidence of network scalability

Name of Attachment	Evidence of network scalability
Combo-PON OLT specifications.	357_0_DMCIBB_Hills daleBranch_ta-5000- 10g-combo-pon- olt.pdf

Please provide a description and evidence that the proposed infrastructure is scalable to meet the anticipated future connectivity demands of the proposed service area. Please indicate the end-user connection speed to which the proposed network is designed to scale. This information must be certified by the equipment manufacturer or a professional engineer. (250 words max.):

The fiber design is based upon the distributed split concept with splitters placed in the splice cases at various locations along the paths to efficiently utilize the strands of the cables. The goal split from the CO is 1:64 which is well within the splice ratio the Combo-PON SFP is capable, which is 1:128. This method of design provides a long-term solution for the future unknowns. FTTx technologies offer a constant rate to a maximum supported value of optical loss. GPON and XGS-PON operate on separate wavelength bandwidths therefore sharing the same optical strand without penalty and increases the capacity. the network design will provide for avenues to reinforce the capacity at the different potential choke points in the network. Link aggregation allows multiple network interfaces to be shared to further increase the available network capacity. Please see requested certification by professional engineer on previous page for "Engineering designs, diagrams, and maps".

Project Schedule

28. Please use the table below to complete a project schedule outlining individual tasks and their timing by quarter and year. All projects must be complete by December 31, 2026. (If you need to add additional lines, click on 'Save' and the system will add an additional five lines each time.)

	2023		2	2024		2025 2026								
Task	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Work Order Review & Planning WO-56		2												
Purchase Orders for Material issued WO-56		2												
Permit Review WO-56				V										
Permit Application Rail Road WO-56				V										
Permit Application WO-56				V										
Stake Path WO-56					V									
Miss Dig WO-56					V									
Pothole Utilities WO-56					V									
Boring (2) Start WO-56					V	V								
Hand Hole Installation WO-56					V	V								
ROW / Yard Ground repair WO-					V	•								
Blow Fiber into Duct WO-56					V	V	П							
Fiber Termination WO-56					V	1								
Fiber drop Install to exterior of Home WO-56					<u>\</u>	2	\							
Fiber Service Turn-UP to Customer WO-56					\	2	\(\bar{\bar{\bar{\bar{\bar{\bar{\bar{							
Work Order Review & Planning WO-27			\	2										
Purchase Orders for Material issued WO-27			\	2										
Permit Review WO-27					V	1	I							
Permit Application WO-27						1	D	1						
Stake Path WO-27						•	>	•						

	1										$\overline{}$
Miss Dig WO-27			V	V	V						
Pothole Utilities WO-27			V	V	V						
Boring (2) Start WO-27				V	V						
Hand Hole Installation WO-27			V	V	V						
ROW / Yard Ground repair WO- 27			2	D	V						
Blow Fiber into Duct WO-27			V	V	V						
Fiber Termination WO-27			V	V	V						
Fiber drop Install to exterior of Home WO-27			•	•	V	>					
Fiber Service Turn-UP to Customer WO-27			N	V	V	V					
Work Order Review & Planning WO-59			Y	V							
Purchase Orders for Material issued WO-59			•	V							
Permit Review WO-59				V							
Permit Application WO-59				П	V	굣					
Stake Path WO-59						ᅜ	V	V	Þ		
Miss Dig WO-59						V	V	V	1		
Pothole Utilities WO-59						哮	哮	V	1		
Boring (3) Start WO-59						⋝	V	V	V		
Hand Hole Installation WO-59						V	V	V	1		
ROW / Yard Ground repair WO-59						D	2	!	<u>\</u>		
Blow Fiber into Duct WO-59						Þ	Þ	2	Þ		
Fiber Termination WO-59						Þ	1	2	Þ		
Fiber drop Install to exterior of Home WO-59						\	2	<u>\</u>	<u>\</u>	<u>\</u>	
Fiber Service Turn-UP to Customer WO-59						\S	2	<u>\</u>	Þ	Þ	
Work Order Review & Planning WO-29					2	\S					
Purchase Orders for Material issued WO-29					V	V					
Permit Review WO-29						V					
Permit Application WO-29							✓	V			
Stake Path WO-29							1	V			
Miss Dig WO-29							>	2			
Pothole Utilities WO-29							<u>\</u>	V			
Boring (3) Start WO-29							١	2			
Hand Hole Installation WO-29							\	~			
ROW / Yard Ground repair WO- 29							>	2			
Blow Fiber into Duct WO-29					П		2	V			П
Fiber Termination WO-29							V	V			

Fiber drop Install to exterior of Home WO-29						П		П		V	V	V	V	
Fiber Service Turn-UP to Customer WO-29										\	2	\(\)	Þ	
Work Order Review & Planning WO-57									Þ					
Purchase Orders for Material issued WO-57									Þ	>				
Permit Review WO-57									1	1	~			
Permit Application RailRoad WO-57										\				
Permit Application WO-57											1	Ŀ	Þ	
Stake Path WO-57												2	2	
Miss Dig WO-57												\	V	
Pothole Utilities WO-57												Ŀ	Ŀ	
Boring (3) Start WO-57												2	\	
Hand Hole Installation WO-57												Ŀ	Þ	
ROW / Yard Ground repair WO-												<u><</u>	<u>\</u>	
Blow Fiber into Duct WO-57												V	~	
Fiber Termination WO-57												\	V	
Fiber drop Install to exterior of Home WO-57												\	\	<u>\</u>
Fiber Service Turn-UP to Customer WO-57												\(\)	\	\(\)
icipated completion date Please indicate the anticipated date upon which service to the last location in the 10/01/2026														

Ant

proposed project area will be made available.

Please list any factors that would change or delay the proposed schedule.

DMCIBB has recently applied for the RUS Reconnect 4.0 grant and the approval of that grant application may affect scheduling of this project's work. However, we have built the current schedule anticipating we WILL receive approval from Reconnect-4 and ROBIN. If we do NOT receive a Reconnect-4 award we will pull the ROBIN Program forward and complete the build sooner than outlined in our project schedule. Unforeseen material delays could affect the timeline.

Have all the required local/city/county/state approvals and/or permits necessary for Yes No this project to proceed been obtained?

If No, what remains to be done and what is required for completing the process of obtaining approvals? Include any permitting timeline in the project schedule.

DMCIBB is actively deploying FTTx, so we are in regular contact with the various permitting agencies and are very familiar with the lead times needed.

MDOT Permits - these generally are approved within a month from their submission.

County road and drain permits - they are generally approved within a month of submission.

Local additional permits may be required, but they are not foreseen to take beyond the standard month long permit review period.

Will this project require state or federal environmental review, approval, or permits?	С	Yes	•	No	C	U	Insur
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Project Readiness for Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023 Agency: DMCI Broadband, LLC

Application: Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023

If Yes, what remains to be done and what is required for completing any permitting timeline in the project schedule.	ng the process	of obtaining ap	provals? Include
Will this project require state or federal historic, architectural, or archeological review, approval, or permits?	C Yes	No	C Unsure
If Yes, what remains to be done and what is required for completing any permitting timeline in the project schedule.	g the process	of obtaining ap	provals? Include

Project Readiness

Additional evidence of project readiness

Name of Attachment:	Evidence of project readiness
DMCIBB Owned Fiber Deployment Equipment	390_0_DMCIBB_Hills daleBranch_Fiber_De ployment_Equipment_ 2023.pdf
DMCIBB ROW Support	390_1_DMCIBB_Hills daleBranch_ROW_Pr oject_Rediness.pdf

Please provide any additional evidence of your project's readiness. This evidence can include, but is not limited to, letters of intent, memorandums of understanding, land/tower lease agreements, right-of-way agreements, permits, etc. Provide a short narrative to accompany this additional evidence.

DMCI Broadband has a very active communication channel established with the various agencies needed to approve our permits for our current projects as well as the ROBIN program.

As far as true Project Readiness; DMCI Broadband is currently deploying FTTx service to our customer base. We own the installation equipment and have the staff in place to continue a large scale deployment that includes the ROBIN program. We are currently building 22 miles of DMCIBB funded FTTx and will start building 90 miles of USDA Reconnect-3 FTTx in the coming months. The ROBIN program build has been fully engineered and certified by our Professional Engineers Geotech, Inc.

Applicant Capacity

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Brief history of your organization

Please provide a brief history of your organization including experience relevant to the proposed project and your technical, financial, and managerial capabilities to complete the project within the designated project period. (250 words max.):

DMCI Broadband, LLC (DMCIBB) is a Michigan based company headquartered in Hillsdale County, Michigan. DMCIBB was started in 2006 and has grown its high-speed wireless internet customer base to 4,000+, delivered from 51 towers in Hillsdale, Branch and Calhoun counties. In 2022, DMCIBB started constructing infrastructure to deliver fiber to homes/businesses (FTTx) and is committed to expanding this fiber offering in its current service area as quickly as possible. DMCIBB is devoted to helping its rural customers gain access to the newest internet technology possible, in the shortest time feasible.

DMCI Broadband has a very experienced management and senior network engineering staff with over 60+ years of combined experience working with wide area network technology deployments. DMCIBB's dedicated middle management team has 14+ years of experience in project management and 30+ years of experience in technical support, network administration, and systems engineering. DMCIBB's support staff is varied, dedicated and highly skilled at operating a large network.

DMCI Broadband, LLC has established its own in-house fiber boring and installation division with the investment of millions in equipment, personnel, training, and technology to deploy fiber to the thousands of customers in its build out path.

In 2022 DMCIBB was awarded \$6.3M from the USDA-Reconnect 3 program to delivery over 90 miles of FTTx in Hillsdale and Branch Counties servicing 1,420 locations.

Organization Chart & Resumes

Applicant organizational chart

Name of Attachment	Organizational chart
Organizational Chart	329_0_DMCIBB_Hills daleBranch_OrgChart .pdf

Resumes of key officers, management personnel, and proposed project management team

Personnel Name	Resume
David Cleveland	332_0_DMCIBB_Hills daleBranch_Resume_ DaveC.pdf
Maria Stroinski	332_1_DMCIBB_Hills daleBranch_Resume_ MariaS.pdf
Darrin Cleveland	332_2_DMCIBB_Hills daleBranch_Resume_ DarrinC.pdf
Troy Page	332_3_DMCIBB_Hills daleBranch_Resume_ TroyP.pdf

ivially Glevelatid	332_4_DMCIBB_Hills daleBranch_Resume_ MaryC.pdf
	iviai y C. pui

Audited Financial Statements

Three years of audited financial statements

Attachment Name	Audited Financial Statements
TDIVIDIDE 2020-2022 Addited Fillancial Statements	336_0_DMCIBB_Hills daleBranch_Financial s2020-2022.pdf

Please provide a brief statement to accompany your attached audited financial statements and documentation.

DMCI Broadband, LLC (DMCIBB) has provided three years of audited financial statements. These three years are provided in two separate documents, 2020-2021 comparative statements and 2021-2022 comparative statements. These statements support DMCIBB as an on-going viable concern with a strong historic and future financial foundation.

Partners, subcontractors, or vendors associated with the project's deliverables

Describe any partners, subcontractors, or vendors associated with the project's deliverables, including but not limited to adoption, deployment, and service delivery. Describe each party's role in the project. This should include a discussion of whether and to what extent the applicant, as well as its anticipated partners, subcontractors, or vendors are organizations incorporated, headquartered, or with a principal place of business in Michigan.

DMCI Broadband, LLC (DMCIBB) has an established in-house Fiber Infrastructure deployment division. This includes planning, engineering, underground boring, end-user installation, permitting, marketing, and accounting staff. DMCIBB does work with local providers to supplement its in-house staff as needed, including but not limited to:

Engineering Certifications: Geotech, Inc - Based in Grand Rapids, Michigan

Geotech has certified engineering designs, diagrams and maps included in this application. Geotech will be reviewing and certifying work in an on-going basis throughout the ROBIN program deployment period. DMCIBB has a history of working with Geotech including on the current USDA Reconnect 3 program grant awarded.

Deployment Support: Ditch Witch Sale of Michigan - Based in Howell, Michigan

DMCIBB has standardized on Ditch Witch equipment for fiber boring infrastructure deployment. Having a large Ditch Witch national location within 2 hours of DMCIBB's office, provides a great advantage for training, equipment repair/maintenance, or new equipment needs. DMCIBB has forged a strong working relationship with Ditch Witch over the past few years, evidenced by the routine visits from Ditch Witch representatives to DMCIBB's office.

Adoption: 2nd Story Marketing - Based in Coldwater, Michigan

DMCIBB creates much of its marketing materials and mailing lists in-house, however, when additional talents are needed 2nd Story Marketing is called in for assistance. DMCIBB has worked with the staff of 2nd Story Marketing and find them very talented, knowledgeable and creative. 2nd Story Marketing is a local firm with strong ties to the community.

Materials: Millennium - Stocking distributor located in Morrice, Michigan

DMCIBB has standardized its fiber ducting and cable on leading industry providers including DuraLine and Commscope. These products are purchased through Millennium, a very large, national distributor with corporate offices in Wisconsin. DMCIBB works closely with Millennium staff to ensure availability of materials, often resulting in pre-ordering of stock up to a year in advance.

Safety and training standards

Describe the safety and training standards in place for your employees, including professional certification, licensure, and/or robust in-house training opportunities.

Safety is DMCI Broadband, LLC's (DMCIBB) number one goal. Safety of employees, community, ROW assets and equipment. Training consists of on-the-job training, classroom-type training along with operation and safety videos and outside manufacturer training. Record of all training and certifications are maintained on file for the duration of the employee's employment. DMCIBB follows all Michigan Occupational Safety and Health Administration standards.

DMCIBB's fiber deployment staff starts each day with a safety meeting. This meeting will map out the service area, plan for equipment placement and safety signage as well as any special needs such as traffic control. Each employee is assigned their respective role and responsibility for the day. Communications equipment is tested and all equipment is inspected.

All utility locator employees of DMCIBB have been trained by a factory representative in the proper way to detect other utilities in the ROW. Bore locators and operators additionally have been factory trained at Ditch Witch in a 4-day class which stresses safety and proper equipment operation. Additional training has been provided by Ditch Witch representatives on-site for other equipment used to install fiber.

Every boring crew has at least one member on-site that is "Miss Dig Certified" at all times during construction. This training provides the proper techniques and safety procedures to be used when working around other utilities as well as steps to ensure safety in the event of a utility strike.

Equipment operation training is also performed at DMCIBB's main office by senior certified staff on the proper safe operation of each piece of equipment. Employees are required to operate each piece of equipment to demonstrate their proficiency. Bore operators must spend at least 15 hours in the seat practicing the proper operation before being allowed to operate the equipment in the public ROW.

All employees receive an orientation and demonstration of proper equipment hitching and tie down procedures. Additionally, the on-site supervisor double checks their work at each equipment movement. Every employee, while on-site must wear company supplied safety clothing and equipment. Safety signage for all crews has been clearly defined and communicated. Employees are required to ensure safety signage is always in place and at the proper distances as work progresses.

Every employee is required to report any safety violations observed to upper management.

Other departments within DMCIBB receive routine training and certifications related to connectivity devices and network engineering/support, include, but are not limited to:

- Ceragon Wireless Certified

- Mikrotik Certified
- Cambium Certified
- CBRS CPI Certified Professional Installer
- Telrad LTE Certified.
- Baicells LTE Certified
- -Advance Tower Climbing Safety and Rescue Certified

In additional, our Senior Network Engineering staff have completed certification including but not limited to:

- Certified Information Systems Security Professional (CISSP) Certification
- Cisco Certified network Associate (CCNA) Certification

Violations of federal or state labor and employment lav

Have there been any recent violations of federal or state labor and Yes employment laws by your organization?	0	No	C	Unsure
If Yes, please describe in detail.				
Labor standards				
Does your company incorporate strong labor standards, including project labor agreements and community benefits agreements that offer wages at or above the prevailing rate?	•	Yes	C N	lo

If Yes, please describe.

DMCI Broadband, LLC (DMCIBB) prides itself in offering competitive wages to all levels of employees. With recent grant requests, DMCIBB has re-enforced its commitment to strong labor standards and practices Including:

- Commit to paying current prevailing wages, and providing training for current and future workers as possible and necessary.
- Continue to provide training and certification requirements, of staffing involved in the construction, installation and maintenance of DMCl's fiber-based internet network.
- Verify training, certifications, insurance, bonding and the use of prevailing wages for any outside contractors used by DMICBB for program projects.
- Continue to enhance our environmental, health and safety performance and protect our employees, the environment, our property and the property of others.

DMCIBB does its own fiber boring and installation with in-house staff that is not unionized.

Therefore the need for project labor agreements would not be applicable for the proposed project. DMCIBB services the vastly rural areas in Hillsdale and Branch counties by which nature there are no community benefit groups we are aware of that would have any requests of DMCIBB or in need of a community benefit agreement. DMCIBB is not opposed to this possibility if the occasion should arise.

Hiring Policy

For this project, will	additional lab	or force need	ds be met	by hiring sta	off directly with	your or	ganization o
contracted through	another entity	?			-		_

$\overline{\mathbf{v}}$	Directly with company
	Contracted through another agency

7

Application: Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023

If direct hire, please estimate the total number of new, directly hired staff needed to complete this project.

If this project will be completed using contracted labor, describe your policies and practices that ensure contractors and subcontractors meet high labor standards.

Prioritization efforts to hire local workers

Describe any prioritization efforts to hire local workers and/or workers from historically disadvantaged communities for this project.

As a local business operating over the last 16+ years in Michigan, DMCI Broadband, LLC (DMCIBB) prides itself on its connection with the local community and its 100% local workforce. DMCIBB provides jobs, training and other resources to the individuals of the local community to assist them in bettering themselves, their families and ultimately the community at large.

DMCIBB performs all its recruitment, job postings and hiring from its Hillsdale County location. The use of local job placement companies is sometimes utilized for assistance in finding local individuals for specific open positions. DMCIBB is currently exploring new local apprenticeship and other mentoring programs by partnering with local training and career centers.

In the unlikely event that DMCIBB has the need to contract out a portion of this project, DMCIBB already has several local connections for reliable sub-contractors that also utilize a primarily local workforce.

DMCIBB is an equal opportunity employer and has often hired disadvantaged individuals and provided occupational training and support to assist them in transitioning into a new career.

Community and Economic Impact

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Community Support for this project

Demonstration of interest/impact/support from communities (If you need to upload additional support letters, click on 'Save' and the system will add an additional five lines.)

Name of Community / Organization	Support Letters
Litchfield Township	414_0_DMCIBB_Hills daleBranch_Letter of Support-Litchfield.pdf
Algansee Township	414_1_DMCIBB_Hills daleBranch_Letter of Support - Algansee Twnshp.pdf
Cambria Township	414_2_DMCIBB_Hills daleBranch_SupportL etter_CambriaTwp.pdf
City of Hillsdale	414_3_DMCIBB_Hills daleBranch_Letter of Support - HDCity.pdf
Hillsdale County Board of Realtors	414_4_DMCIBB_Hills daleBranch_Letter of Support - HD Brd of Realtors.pdf
Michigan State Representative - Andrew Fink	414_5_DMCIBB_HIIIs daleBranch_Letter of Support - State Rep- Fink.pdf
Michigan State Senator - Joe Bellino	414_6_DMCIBB_Hills daleBranch_Letter of Support - State Sen - Bellino.pdf
Michigan State Senator - Jonathan Lindsey	414_7_DMCIBB_Hills daleBranch_Letter of Support - State Sen - Lindsey.pdf
Hillsdale Hospital	414_8_DMCIBB_Hills daleBranch_Letter of Support - HD Comm Hospital.pdf
US Congressman - Tim Walberg	414_9_DMCIBB_Hills daleBranch_Letter of Support - Congressman Walberg.pdf
Hillsdale County Senior Services Center	414_10_DMCIBB_Hill sdaleBranch_Letter of Support - HD Sen Center.pdf
Allen Township	414_11_DMCIBB_Hill sdaleBranch_Letter of Support - Allen Township.pdf

Please provide a description of the community support for this project to accompany relevant attachments. Community support can be expressed through public-private partnerships, letters of support, memorandums of understanding, community broadband plans, or other relevant and appropriate documents.

DMCI Broadband, LLC (DMCIBB) is centrally located within its local service area and takes an active role in working with the community to bring about high-speed internet access across the area. DMCIBB is in routine contact with the municipality offices within its service area and often attends public board meetings to share and

discuss information related to advancement of Internet service opportunities in their areas.

DMCIBB approached three townships in the proposed ROBIN build area requesting a Public-Private Partnership. We were successful with all three to garner their financial support. We asked each township to pay for the various permit fees that we would incur for the build in their respective areas. These permits include, Rail Road, ROW and Waterway/Drain permits. Cambria Township committed \$17,400.00; Allen Township committed \$11,000.00 and Litchfield Township committed \$5,500.00 We are pleased to have their support. DMCIBB has obtained several letters of support from local municipalities and Community based organizations showing support and need for this proposed ROBIN project. DMCIBB has also received letters of support for the ROBIN application from current Michigan State Representative and Senators. The support letters provided include backing from the following entities:

- Algansee, Allen, Litchfield and Cambria Townships
- City of Hillsdale
- Hillsdale County Board of Realtors
- Hillsdale County Senior Center
- MI State Representative Andrew Fink
- MI State Senator Joe Bellino and Jonathan Lindsey
- US Congressman Tim Walberg
- Hillsdale Hospital

In addition to the above, DMCIBB has included in the evidence provided for 'Community interest' over 635 'Leads' that is has gathered from the community in the proposed service area. These 'Leads' helped drive DMCIBB's road map for future expansion and is the basis of this ROBIN application built-out.

We believe that these letters of support and testimonials are concrete evidence of the need from the local community for the proposed

Community Interest

Demonstration of customer interest

Name of Attachment	Customer Interest
Brief Statement of Customer Interest	394_0_DMCIBB_Hills daleBranch_Brief stmt of customer interest.pdf
Evidence of Customer Interest	394_1_DMCIBB_Hills daleBranch_Communi ty interest evidence.pdf

Please provide a brief statement to accompany the demonstration of customer interest you have attached to this application. This description should include the method used for gauging customer interest and the results.

See attached document providing requested brief statement, as this area was not large enough

Community Anchor Institutions (CAI) served

Please list the specific community anchor institutions (CAIs) to be served by the proposed project. Attach evidence of support for the project from impacted CAIs (if applicable). (If you need to upload additional support letters, click on 'Save' and the system will add an additional five lines.)

CAI Name	Address	Type of CAI	Letter of Support
Algansee Township Hall	378 S. Ray Quincy Rd, Quincy, MI	Other (Municipality)	458_0_DMCIBB _HillsdaleBranc h_Letter of Support - Algansee Twnshp.pdf

SPIN Information

Evidence of application for a SPIN (if applicable) If the proposed project includes connections to schools or libraries, please ensure you have entered your SPIN at the beginning of this application. For applicants without a SPIN please provide evidence of your application for a SPIN.

	Evidence of
Name of Evidence	Application for SPIN

If the proposed project includes connections to schools or libraries, please provide your SPIN or evidence of application for a SPIN from the FCC Universal Service Administrative Company (USAC) and demonstration of your knowledge of E-rate and working with the FCC/USAC.

Need for improved broadband service for businesses

Evidence of interest, impact, or support from businesses. (If you need to upload additional Evidence of Interest, click on 'Save' and the system will add an additional five lines.)

Name of Attachment	Evidence of interest	
Michigan Rebuild and Automation	398_0_DMCIBB_Hills daleBranch_Letter of Support - Mich Rebuild.pdf	
Marsh Brothers, Inc.	398_1_DMCIBB_Hills daleBranch_Letter of Support - Marsh Brothers.pdf	
Flint Truck Service	398_6_DMCIBB_Hills daleBranch_Letter of Support - Flint Truck Service.pdf	
Pine Ridge Bible Church	398_7_DMCIBB_Hills daleBranch_Letter of Support - Pine Ridge Church.pdf	
Preston Dairy	398_8_DMCIBB_Hills daleBranch_Letter of Support - Preston Dairy.pdf	
Hog Creek Antiques	398_9_DMCIBB_Hills daleBranch_Letter of Support - Hog Creek Antiques.pdf	
May Acres	398_10_DMCIBB_Hill sdaleBranch_Letter of Support - May Acres.pdf	
Advanced Autometric	398_11_DMCIBB_Hill sdaleBranch_Letter of Support - Advanced Autometric.pdf	
Flint Trucking	398_13_DMCIBB_Hill sdaleBranch_Letter of Support - Flint Trucking.pdf	

Please provide a brief description of the businesses needing improved broadband service in the proposed project area and the level of improvement needed. Attach statements or evidence regarding the benefits from the proposed connectivity solution and how it will impact those businesses.

As DMCI Broadband, LLC (DMCIBB) is centrally located within its local service area, it is has established long, working relationships with its residential and Business customers over the 16+ years of providing them service. Included in the evidence provided for 'Community interest' related to customer interest, the 'Lead' information we outlined also includes many business in the area. We are also supplying the following letters of interest/support

strictly from Businesses within this ROBIN application built-out area.

- Michigan Rebuild and Automation
- Marsh Brothers, Inc.
- Flint Truck Service
- Pine Ridge Bible Church
- Preston Dairy
- Hog Creek Antiques
- May Acres
- Advanced Autometric
- Flint Truck Service

We believe that these testimonials are concrete evidence of the need from Businesses in the proposed buildouts in these areas.

Direct job creation

Evidence of job creation

459__DMCIBB_HillsdaleBranch_Letter of Support - HD Brd of Realtors.pdf

Describe and account for any direct job creation in the proposed service area related to this project, if funded. Provide supplemental evidence if available. Job creation here means those jobs created in the community as a result of new internet connectivity being deployed, not any jobs created to deploy the proposed network.

As society has seen over the last few years, "remote" work from home has become prevalent. Working from home demands high speed internet that Fiber can provide. Access to high-speed internet will allow current residents to apply for these high paying jobs while maintaining their rural lives. As evidenced by the letters of support from Hillsdale County Board of Realtors. Having high speed internet allows realtors to attract people from outside our area to purchase homes or land in our area which can lead to new home or business construction, employing contractors and trades as well as adding to local tax base.

Please also reference to the many business support letters provided as evidence of 'Need for improved broadband service for businesses'. Although these businesses have not currently taken the time to estimate the additional job creation that this ROBIN program will bring. Many have verbally indicated that expansion of their business and thus additional employees would follow.

In addition, DMCI Broadband LLC (DMCIBB), will require additional staff to manage, support, service and account for future business growth on an ongoing basis. Local job creation that would be attributed directly to the award of ROBIN funds are estimated to be an additional 7, full-time, permanent staff. All positions will be created at our headquarters in Hillsdale county, Michigan. Positions would be in-house, and filled by members of the local surrounding communities.

Training and Awareness

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Proposed digital literacy training events, materials

Please describe any proposed digital literacy training events, materials, and/or resources that will be provided to residents or businesses impacted by the proposed connectivity. Include the number and type of events, including commitments from any partners included in the digital literacy training and the anticipated outcomes from related activities. The description must provide clear detail and contain measurable metrics for the proposed programs or partnerships.

DMCI Broadband, LLC (DMCIBB) is committed to the support of digital literacy and awareness within the communities it services. DMCIBB has reached out to strategic current and potential partners in this pursuit and have currently rested on the following locations and partners for the hosting or digital literacy and awareness training events.

- Central Hillsdale County: Perennial Park Hillsdale County Senior Services Center
- Southern Hillsdale County: DMCI Broadband, LLC Main Office
- Branch County: Algansee Township Hall

In addition, DMCIBB will be promoting these events through other community organizations that routinely reach out to the public via newsletters, mailings, social media and other means. DMCIBB will also include information on these digital learning and awareness training events in many of its routine advertising as outlined in the sections of this application related to our Commitment to improve adoptions rates and promotion of customer take rates.

DMCIBB intends to provide:

- -A 60minute class every month on a rotating basis, (providing a class at each location mentioned above every calendar quarter).
- An in-person instructor at every class
- Access to internet connected devices for training (such as iPad, notebook, computer, other)
- In-class training documentation
- Course completion certificates to all attendees

Class dates are currently in the planning stage, but are slated to begin in late 2023.

Content of the digital literacy classes will include, but are not limited to the following, with an overall emphasis on using the internet for improving quality of life:

- -Computer basics
- -Email basics and sharing information
- Web Browsers and searches
- Career/Job assistance online
- Access to tele-health and public services

DMCIBB intends to customize class sessions to meet the skill level and learning wishes of those who attend each class. Each class will have initial discussion of covered materials and allow time for questions and any additional needs. Number of attendees per class will be documented and used for future planning. All attendees will receive a certificate of completion.

Materials used for classes will be a customized version of the tools and resources for trainers available from Digitallearn.org, an on-line free digital training tools provider, sponsored by AT&T Connected learning and the Public Library Association. Samples of training documents have been

provided as evidence of this.

Please upload e evidence of training partnership, materials, etc.

508__DMCIBB_Hillsdal eBranch_Digital Traning Materials and PPP.pdf

Materials and Method(s) to be used

Please describe the materials and method(s) to be used for providing residents and businesses with information promoting the use of an internet connection for improving quality of life, access to resources, economic opportunity, etc., in the proposed service area. Partnerships with local CAIs that build awareness for enriching online opportunities for residents and businesses are highly encouraged.

Examples of these opportunities include, but are not limited to, telehealth applications, access to government services, e-learning, job and career readiness programs, public safety information, cybersecurity training, etc. This description must provide clear detail and contain measurable metrics.

One of DMCI Broadband, LLC's (DMCIBB) partners in the digital equity training events is the local Hillsdale County Senior Services Center that is directly linked to those in the community of advanced age and those needing similar assistance. The Senior Center will be utilizing its many outreach mechanisms to promote the use of the internet for improving quality of life, along with promoting the digital equity training events as outlined in DMCIBB's response to the promoting of digital equity training events throughout the community. DCMIBB will be working with several community organizations that routinely reach out to the public via newsletters, mailings, social media and other means. Promotion and Content of the digital literacy classes will include, but are not limited to the following, with an overall emphasis on using the internet for improving quality of life:

- -Computer basics
- -Email basics and sharing information
- Web Browsers and searches
- Career/Job assistance online
- Access to tele-health and public services

DMCIBB also works closely with community government entities, keeping them apprised of work progress, future plans, digital equity training and other related items. Many governmental entities are sharing this information with their residents through their own social media, newsletters and by other means. DMCIBB shares the communities' goal of ensuring that potential customers are aware of the benefits and improved quality of life that internet connectivity brings to their area.

Evidence of awareness activities

511__DMCIBB_HillsdaleBranch_Letter of Support - HD Sen Center.pdf

Commitment to improving the adoption rate of broadband services

Describe how the project commits to improving the adoption rate of broadband services, including, but not limited to, special service rates, internet-enabled devices that meet the needs of the user, and digital skills training.

The availability of high-speed internet in the proposed project areas are a much anticipated and hopeful service by the communities wherewith in. DMCI Broadband, LLC (DMCIBB) is committed to supporting a robust, on-going, long-term adoption plan for informing and the cultivation of serviceable locations within this project area. DMCIBB will make a vast push at the time of pre and concurrent construction time lines, to inform the community of the benefits to, availability and affordability of the high-speed services that are available. To assist with adoption, we will be offering and promoting the following:

- Free initial installation
- 2-Year price protection plan
- Promoting ACP program
- Low-cost, net -0- plan option for ACP qualified residents

DMCIBB will be providing a gigabit capable, WIFI-6 enabled router for connectivity, at no cost to the customer upon installation. DMCIBB also has available WIFI signal extenders, should this be desired by the customer.

Upon installation, customers are given information related to additional services of phone, cameras, etc. that are available to fit their needs. Information is also provided with instructions for on-line account management and bill payment through our customer portal. This also exposes customers to additional links including digital skills training webinars and event calendar of upcoming community digital skills training classes

Promotion of customer take rate

Explain how you plan to promote customer take rate, including marketing activities, outreach plan, and other actions to reach the identified serviceable units within the project area. Provide the anticipated take rate and describe the basis for the estimate.

DMCI Broadband, LLC (DMCIBB) has an on-going comprehensive marketing plan to identify and reach serviceable locations. This plan includes, but is not limited to the following:

- Pre-construction direct mailings to inform residents of pre-sign-up promotions and general need-to-know information related to construction work in their area.
- Recurring, targeted digital advertising on social media
- Print Advertising in local publications
- Door hangers during construction, re-iterating promos and contact information
- Routine direct mailers to inform/remind residents of the services available
- Collaboration with community resources to help ensure community awareness and implementation of installed services.

DMCIBB also works closely with community government entities, keeping them apprised of work progress, future plans, digital equity training and other related items. Many governmental entities are sharing this information with their residents through their own social media, newsletters and by other means. DMCIBB shares the communities' goal of ensuring that potential customers are aware of the benefits that DMCIBB services bring to their area.

While DMCIBB has used a very conservative take rate of 65% in all areas encompassed by this proposal, we are extremely confident that the take rates will be much higher, as high at 80%. This is due to the fact that a very high percentage of the serviceable locations are un-served without any other terrestrial internet option. DMCIBB has a long list of leads from residents who have previously called looking for service in these proposed areas.
